

Message Text

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TO AMEMBASSY MEXICO CITY IMMEDIATE

C O N F I D E N T I A L STATE 275367

C O R R E C T E D C O P Y (PARA 3 LINE 1)

E.O. 11652: GDS

TAGS: ETRD, PFOR, MX

SUBJECT: TALK WITH AMBASSADOR DE OLLOQUI

FOR AMBASSADOR FROM LUERS AND FISHLOW

1. SUMMARY: WE LUNCHEDED WITH DE OLLOQUI NOVEMBER 18, TO TRY TO MUTE SOME OF HIS AND PERHAPS GOM CONCERN OVER TRADE SITUATION. OUR BASIC POINT WAS TO STRESS THAT SERIES OF RECENT TRADE DEVELOPMENTS SHOULD NOT, REPEAT NOT, BE SEEN AS COORDINATED EFFORT AGAINST MEXICO. END SUMMARY.

2. DE OLLOQUI CHARACTERISTICALLY SEEMED PRIMARILY INTERESTED IN MEXICAN AND U.S. POLITICS. HIS MOST SERIOUS CONCERN IN U.S./MEXICAN RELATIONS WAS U.S. RE-ACTION TO MEXICAN VOTE FAVORING "ZIONISM AND RACISM" UN RESOLUTION. HE WAS DEFENSIVE AND DISTURBED AT PERSONAL AND OFFICIAL COMPLAINTS OVER VOTE. HE STRESSED THAT MEXICO HAD TRIED HARD TO POSTPONE VOTE, THAT GOM DID NOT SEE NEGOTIATION AS ANTI-SEMITIC, AND THAT KEY ISSUE WAS IN POLITICAL REALITIES OF MIDDLE EAST.

3. ON GSP, WE AGAIN ARGUED THAT MEXICO STANDS TO GAIN FAR
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MORE THAN ANY OTHER LATIN NATION, OBTAINING ABOUT 50 PERCENT

OF TOTAL LATIN AMERICAN GSP COVERAGE, WITH 1974 TRADE OF 500 MILLION DOLLARS NOW ENTERING DUTY FREE. DE OLLOQUI SAID MEXICO FIGURED BENEFITS ONLY 180-200 MILLION DOLLARS AND WELCOMED FISHLOW'S OFFER TO PROVIDE DETAILED BREAK-DOWN VERIFYING OUR RESULTS. AMBASSADOR WAS RELAXED ON TRADE ISSUES, RECOGNIZING THAT MEXICO NEEDED U.S. MARKET AND U.S. WAS FINANCING CURRENT TRADE DEFICIT. HE AGREED THAT U.S. COULD AND SHOULD MAKE A GOOD, UPBEAT CASE FOR GSP. HE WOULD ESPECIALLY LIKE TO SEE IT DONE AS INDICATION OF POSITIVE RESPONSE TO HIS NOTE, THEREBY ENABLING HIM TO TAKE SOME OF THE CREDIT. SEPARATE CABLE WITH SUGGESTED STRATEGY FOR ANNOUNCING GSP IN MEXICO FOLLOWS.

4. ON SHRIMP, WE EXPLAINED THAT ITC HEARINGS WERE UNRELATED TO OTHER GOM CONCERNS. RATHER, THE EXPLICIT REQUIREMENT OF THE TRADE ACT, REFLECTED IN CURRENT POLICY, IS FOR MUCH GREATER VISIBILITY AND RESPONSIVENESS TO CONCERNS ON TRADE ISSUES. WHAT COUNTS ARE THE RESULTS, AND THESE HAVE NOT BEEN UNIFORMLY UNFAVORABLE TO MEXICO. DE OLLOQUI WARNED THAT ACTION AGAINST SHRIMP IMPORTS COULD BE SEEN AS U.S. RETALIATION AGAINST AMERICAN 200-MILE TERRITORIAL SEA CLAIMS. WE SAID THEY WERE COMPLETELY UNRELATED. DE OLLOQUI SAID HE KNEW AND HAD BEEN IMPRESSED BY MODERATE U.S. REACTION TO MEXICAN CLAIM.

5. WE ALSO INFORMED AMBASSADOR THAT DUMPING INVESTIGATION ABOUT TO BE UNDERWAY ON MEXICAN EXPORTS OF PORTLAND CEMENT, AND BROUGHT UP THE PROBLEM OF AHEUBSTANTIAL MEXICAN LOAN COMING BEFORE THE IDB THAT IS TECHNICALLY VERY TROUBLESOME FOR THE CANADIANS AND OURSELVES -- ESPECIALLY WHEN REPLENISHMENT IS BEFORE THE CONGRESS. KISSINGER

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